

Message Text

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ACTION COME-00

INFO OCT-01 EUR-08 ISO-00 EB-04 RSC-01 /014 W

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R 301515Z OCT 74

FM AMEMBASSY MADRID

TO SECSTATE WASHDC 319

INFO AMCONSUL BARCELONA

UNCLAS MADRID 6807

E.O. 11652: N/A

TAGS: BEXP, SP

SUBJ: GMR: LABORATORY INSTRUMENTS

REF STATE 209385, MADRID 6098

1. AS INSTRUCTED STATE 209385 EMBASSY DISTRIBUTED SPECIFICATIONS GMR: LABORATORY INSTRUMENTS TO LOCAL CONSULTANTS. FOUR SUBMITTED BIDS FOR SPAIN ALONE AIR MAILED 30 OCT 1974.

2. FOR REASONS POINTED OUT MADRID 6098 POST STRONGLY URGES STUDY SPANISH MARKET BE MADE USING STANDARD RATHER THAN MODIFIED SPECIFICATIONS. IN LINE WITH THIS REQUEST POST INVITED BIDDERS TO SUBMIT PROPOSALS BASED ON BOTH STANDARD AND MODIFIED SPECS.

3. POST STILL NOT RECEIVED STATE A-6864 THUS HAD NO GUIDANCE COMMERCE ANTICIPATED COST FOR STUDY IN TIME INFORM BIDDERS. THREE BIDDERS WERE WITHIN RANGE INDICATED POST BY TELEPHONE COMMUNICATION WITH COMMERCE 21 OCT 1974.

4. SPANISH ADVISORY SERVICE PREVIOUSLY DID GMR FOR SPAIN ON METALWORKING AND FINISHING EQUIPMENT AND FOOD PROCESSING AND PACKAGING EQUIPMENT AND HAS JUST FINEISHED GMR ON AIR AND WATER PURIFICATION AND POLLUTION CONTROL EQUIPMENT. FEE BASED ON STANDARD SPECS IS 307,000 PESETAS (\$5357) WITH MINIMUM 40 PERSONAL INTERVIEWS: 20 UNCLASSIFIED

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END-USERS; 5 GOVERNMENT AGENCIES; 5 MANUFACTURERS; 10

IMPORTERS, SUPPLEMENTED BY 200 MAILED QUESTIONNAIRES.
FEE BASED MODIFIED SPECS IS 239,400 PESETAS (\$4178) WITH
MINIMUM 25 INTERVIEWS: 12 END-USERS; 4 GOVERNMENT AGEN-
CIES; 3 MANUFACTURERS; 6 IMPORTERS, SUPPLEMENTED BY 100
MAILED QUESTIONNAIRES.

5. ARVAY PREVIOUSLY SUBCONTRACTED BY PETER WARD ASSO-
CIATES, LONDON TO DO SPANISH PART GMR: PROCESS CONTROL
INSTRUMENTATION. AGREEMENT WITH WARD DOES NOT ALLOW
ARVAY BID ON COUNTRIES OTHER THAN SPAIN. ARVAY FEE
MODIFIED SPECS 1,075,000 PESETAS (\$18,760) WITH MINIMUM
100 INTERVIEWS: 70 END-USERS AND 30 OTHERS. HAS INFORMED
EMBASSY FEE FOR STUDY BASED STANDARD SPECS IS 1,300,000
(\$22,688) WITH MINIMUM 130 INTERVIEWS.

6. IMACO FEE STANDARD SPECS 370,000 PESETAS (\$6457) WITH
MINIMUM 55 INTERVIEWS DISTRIBUTED AMONG IMPORTERS, MANU-
FACTURERS, END-USERS, TRADE ASSOCIATIONS AND OTHERS.
FEE BASED ON MODIFIED SPECS IS 260,000 (\$4538) WITH
MINIMUM 35 INTERVIEWS.

7. METRA SEIS FEE MODIFIED SPECS 319,300 PESETAS (\$5572)
WITH MINIMUM 32 INTERVIEWS: 2 GOVERNMENT AGENCIES; 25
END-USERS; 5 MANUFACTURERS AND/OR IMPORTERS.

8. BASED ON COMPLETED GMR ON METALWORKING AND FINISHING
EQUIPMENT AND FOOD PROCESSING AND PACKAGING EQUIPMENT AS
WELL AS CURRENT WORK ON AIR/WATER PURIFICATION AND POLLU-
TION CONTROL EQUIPMENT, EMBASSY RECOMMENDS AWARDED CONTRACT
TO AMERICAN OWNED SPANISH ADVISORY SERVICE FOR STUDY USING
STANDARD SPECIFICATIONS. LABORATORY INSTRUMENTS STUDY
WOULD BE LOGICAL FOLLOW-UP TO PURIFICATION/POLLUTION CON-
TROL STUDY. CHOICE STANDARD SPECS FURTHER SUPPORTED BY
SMALL ADDITIONAL COST. SECOND CHOICE WOULD BE SPANISH
ADVISORY SERVICE STUDY BASED MODIFIED SPECS.
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